

OKLAHOMA MANUFACTURING ALLIANCE

Through our statewide network of manufacturing extension agents and applications engineers, we work strategically to create wealth and grow our state's economy. The organization serves as the primary resource, advocate and voice for manufacturing in Oklahoma. The Oklahoma Manufacturing Alliance is the go-to source for assessing needs and finding solutions available through public and private resources. We offer free technical assistance and business advice, helping manufacturers become progressively more successful. Services focus on improving the bottom line, while growing the entire company. We live and work in communities across Oklahoma, taking our support to your workplace on your schedule.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2024



\$187.9 Million

Total Increased/Retained Sales



1,673

Total Increased/Retained Jobs



\$71.6 Million

New Client Investments



\$12.4 Million

Cost Savings

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**OKLAHOMA
MANUFACTURING
ALLIANCE**

INTEGRATION OF ADVANCED TECHNOLOGIES LEADS TO GROWTH, DIVERSIFICATION

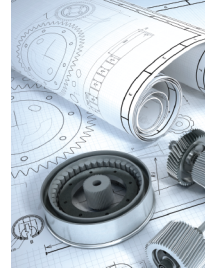
ABOUT HILL MANUFACTURING INC.. Hill Manufacturing & Fabrication is an ISO-certified job shop specializing in precision machining, welding, assembly, finishing, and inspection services. Founded nearly 50 years ago, the company serves multiple industries, delivering parts with tight tolerances by taking advantage of the latest production equipment and technologies. At its headquarters in Broken Arrow, Oklahoma, Hill employs about 40 workers, including highly-skilled machinists and welders.

THE CHALLENGE. When Mike Payne acquired Hill Manufacturing seven years ago, he took control of a talented workforce operating a successful enterprise. But to continue that growth trajectory, Payne knew he needed to explore new markets, develop strategic plans, and integrate advanced technologies. For advice, he turned to Chris Luetjen, a manufacturing extension agent working for the Oklahoma Manufacturing Alliance (OMA), part of the MEP National Network™. Luetjen has worked with Payne on numerous projects and is considered a trusted advisor.

MEP CENTER'S ROLE. Luetjen worked closely with Payne and other company leaders to develop a robust, growth-focused plan. The strategy emphasized smart investments in automation and employee training to prepare the company for future expansions and, with the help of applications engineers working for the Manufacturing Alliance, Hill invested in advanced, high-tech equipment. These technologies are vital for manufacturers to stay competitive in today's fast-paced, global economy. They improve efficiency, reduce costs, and allow businesses to adapt to changing customer demands. Success with a series of collaborative robots (cobots) dramatically increased efficiency and freed Hill workers to focus on skilled tasks that require critical thinking and creativity. To make these advancements possible, Luetjen also helped the company secure a state matching grant designed to support businesses investing in innovative manufacturing systems. The increased production capacity opened doors to new markets. Luetjen guided Payne in identifying and evaluating these opportunities, ultimately helping Hill nearly double its sales. At the same time, Luetjen ensured the company was able to push forward in its ongoing continuous improvement efforts, becoming increasingly efficient in its operations. These initiatives not only strengthened Hill's production, but also fostered innovation, employee involvement, and sustainable growth for the long term.

"OMA plays a vital role in supporting Oklahoma's manufacturing industry ... Its expertise and assistance are always accessible and are essential for companies like ours to compete in the global marketplace."

-Mike Payne, President



RESULTS



4 jobs created, 10 jobs retained



\$650,000 in retained sales



\$500,000 in new capital investments



\$350,000 in cost savings annually



100% increase in sales



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